

CASE STUDY



INDUSTRY: REAL ESTATE AND
HOSPITALITY

WEBSITE: WWW.DEYAAR.AE

SUMMARY AND CHALLENGES

DEYAAR has engaged with LiveRoute due to the following challenges:

- ✓ Huge capex and management overhead to maintain on-site backups
- ✓ Difficult to maintain the backup archives for compliance
- ✓ Offsite backup storage and tape costs keep increasing
- ✓ Every few years, backup solution requires to be renewed and upgraded for supportability and compliance reasons

IDEAL SCENARIO

- ✓ A software solution based on subscription model that supports heterogeneous platforms, onsite and offsite backups
- ✓ Offsite secured/encrypted backups and no more tapes
- ✓ Lower costs and pay on usage bases
- ✓ No more recurring CAPEX costs for renewal and upgrades

WINNING SOLUTION

- ✓ MDS backup solution with ZERO CAPEX (pay-as-you-go) model
- ✓ Increase storage as required, Hence no worries about backups retentions and storage
- ✓ Very low managed storage pricing with pay-as-you-go model
- ✓ Solution is always updated to latest version. No CAPEX and recurring huge investments for renewal and upgrades
- ✓ **Closed Date: March, 2018**

WIN RESULTS

- ✓ **Reduced TCO and CAPEX Costs:** Customer achieved huge annual IT budget savings, a fully managed Backup service for its mission critical applications and data with zero upfront cost. Customer removed old backup solution. Annual IT budget savings can be used for other prospects. Customer no more require costly offsite tapes.
- ✓ **Business Continuity and Compliance:** Customer is complied with the data backup and retention requirements for real-estate sector.
- ✓ **Improved Productivity:** Efficiency and productivity increase as customer IT teams can focus more on other critical production workloads. The long-time durations required for managing backups, tapes have been relieved.